

Boise Centre on the Grove

Idaho Aviation Festival c/o Meeting Systems, Inc. PO Box 587 Meridian, ID 83680

Phone: 208.288.0290 Fax: 208.288.0291

Email: inquire@meetingsystems.com

January 13, 2006

A Simple Marketing Solution...

Aviation is a vast industry....and did you know that Idaho plays a major role?

Whether you're into the nuts and bolts of the industry or cater to those who want to fly solo, this year's Idaho Aviation Festival is better than ever – addressing both aspects with **TWO trade shows** - during the weekend of March 10-11, 2006.

Take part and meet the folks that make flying in Idaho a true adventure!!

What's different in 2006?

- New Show Hours...After Work Traffic!
- Career Forum Scheduled for Saturday
- Expanded Children's Workshop
- Flying Flicks
- > Separation of Main Exhibit Hall and IA Renewal Classroom Exhibits
- > General Interest Seminars for General Aviation and the General Public
- Expanded AvSwap
- Saturday Banquet Keynote Speaker Bill Lishman the inspiration behind the film "Fly Away Home". Bill is a pilot, artist, sculptor, filmmaker, author, inventor, naturalist, and entrepreneur.

The Festival will include educational seminars, training, hands-on activities for children, involvement from the general public, keynote speakers and more – all geared to attract aviation enthusiasts from across the country.

The Idaho Division of Aeronautics invites you to participate as a sponsor or exhibitor. These opportunities will effectively showcase your business to your target audience and help us continue to organize, grow and host this excellent event. Your support will assist in promoting aviation in Idaho and provide businesses, clubs, museums and organizations a venue in which to network and present the latest aviation information to the public.

We are laying the groundwork now for an exciting weekend and want you to be a part of it! Please read through the enclosed materials and submit the appropriate forms according to your sponsorship or exhibition interests or register online at www.itd.idaho.gov/aero/AviationFestival.

Thank you for taking time from what we know is a busy schedule to consider participating in what is sure to be a fantastic aviation event! Without the support of exhibitors and sponsors like you, this event would not be possible.

We look forward to working with you.

Robert / Marke

Sincerely,

Robert Martin

Administrator, Idaho Division of Aeronautics

Idaho Aviation Festival

Boise Centre on the Grove Boise, Idaho March 10 - 11, 2006



Sponsorship and Exhibitor Opportunities

The Idaho Aviation Festival is an excellent opportunity for your company or organization to gain valuable exposure to more than 800 aircraft owners, pilots, mechanics and industry leaders and show support for Idaho's aviation industry.

Along with the sponsorship and exhibitor opportunities listed below, we are also happy to **build a sponsorship package tailored to your organization.** If you would like to donate items or lend support to a specific function, such as a break or the banquet, let us know and together we can design a package to fit your needs while providing the most business exposure as possible. Together, we can host a fantastic event!

For more information and to register online, visit: www.itd.idaho.gov/aero/AviationFestival

Sponsorship Options

The Tower \$10,000

- > Prominent company name, logo, and link as sponsor on Festival Website
- Prominent signage during Festival
- Announced throughout Festival as sponsor
- ► Full-page, full color ad in the Spring Edition of Rudder Flutter (circulation approx. 3,000)
- A ¼ page, full color ad in Rudder Flutter for one year (four issues, starting with Summer 2006 edition)
- An article about the company in the Spring Edition of the Rudder Flutter (circulation approx. 3,000)
- ► Full-page, full color ad in the Festival Program (circulation approx. 800)
- Listing with a logo as an exhibitor and sponsor in the Festival Program (circulation approx. 800)
- ▶ Table reserved for eight during the kickoff luncheon and evening reception
- ▶ Up to two 10'x10' booth spaces with chairs, eight foot skirted table, booth signage and electricity
- Recognized as sponsor during kickoff luncheon and evening reception
- Company name and logo printed on invitation postcards sent to 16,500+ pilots, mechanics, control tower operators, aircraft builders and CFI's in the Northwest (mailed approx. Jan. 27, 2006)
- Company name, logo and link on email invitations sent to 1,000+ pilots, mechanics and other aviation interests in the Northwest
- Recognized as a sponsor in all press releases
- Company name and logo on all other printed Festival material
- Company name listed as a sponsor on Festival flyers distributed to airport managers, FBO's and businesses

Opportunity to give away a door prize in the company's name

The Terminal \$6,000

- Company name, logo, and link as sponsor on Festival Website
- Signage during Festival

Phone: 208.288.0290 or 800.345.8793

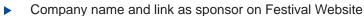
- Announced throughout Festival as sponsor
- ► Half-page, full color ad in Spring Edition of Rudder Flutter (circulation approx. 3,000)
- Half-page, full color ad in the Festival Program (circulation approx. 800)
- Listing with a logo as an exhibitor and sponsor in the Festival Program (circulation approx. 800)
- Seating reserved for four during the kickoff luncheon and evening reception
- One 10'x10' booth space with two chairs, eight foot skirted table, booth signage and electricity
- Recognized as sponsor during kickoff luncheon and evening reception

Fax: 208.288.0291

- ► Company name and logo printed on invitation postcards sent to 16,500+ pilots, mechanics, control tower operators, aircraft builders and CFI's in the Northwest (mailed approx. Jan. 27, 2006)
- Company name on email invitations sent to 1,000+ pilots, mechanics and other aviation interests in the Northwest
- Recognized as a sponsor in all press releases
- Company name on all other printed Festival material
- Company name listed as a sponsor on Festival flyers distributed to airport managers, FBO's, and businesses
- Opportunity to give away a door prize in the company's name



The Hangar \$3,000



- Signage during Festival
- Announced throughout Festival as sponsor
- Business card size, full color ad in the Spring Edition of Rudder Flutter (circulation approx. 3,000)
- ½ page, full color ad in the Festival Program (circulation approx. 800)
- Listing with a logo as an exhibitor and sponsor in the Festival Program (circulation approx. 800)
- Seating reserved for two during the keynote luncheon and evening reception
- One 10'x10' booth space with two chairs, eight foot skirted table, booth signage and electricity
- Opportunity to give away a door prize in the company's name

The Runway \$1,000

- Company name as sponsor on Festival Website
- Signage during Festival
- Company name and logo listed as sponsor in the Spring Edition of Rudder Flutter (circulation approx. 3000)
- Business card size, full color ad in the Festival Program (circulation approx. 800)
- Listing as an exhibitor and sponsor in the Festival Program (circulation approx. 800)
- The option of one 10'x10' booth space with two chairs, eight foot skirted table, booth signage and electricity OR recognized as the sponsor of a break.
- Opportunity to give away a door prize in the company's name



In order to help you more effectively reach your target market, this year you have the option to exhibit in the Main Exhibit Hall, the IA Renewal classroom, or both. The Main Exhibit Hall is targeted to general aviation and general public (approx. 800 expected attendees). The IA Renewal class is targeted to those looking to fulfill their IA Renewal requirements (approx. 60 expected attendees).

Main Exhibit Hall Options

Exhibit Booth \$400

each additional 10 x 10' space \$300

One 10 x 10' booth space with two chairs

One eight foot skirted table

Booth signage

Electricity

Exhibitor listing in the Festival Program

Exhibitor listing in the Spring Edition of Rudder Flutter

One kickoff luncheon ticket

Phone: 208.288.0290 or 800.345.8793

Non/Not-for-Profit Tabletop \$100

Exhibitor listing in the Festival Program

only available to non/not-for-profit organizations

One eight foot skirted table with two chairs

Exhibitor listing in the Spring Edition of Rudder Flutter

A Renewal Tabletop Exhibit Options

The IA Renewal class is Friday, March 10th from 7:30 am - 6:00 pm. IA Exhibitors will be in the same room as the class. There are two breaks, a lunch, and a reception (6:00-8:00 pm, contingent upon sponsorship) built into the IA schedule. This will give you maximum contact with your target market. If you wish to exhibit in the Main Exhibit Hall, you may add a booth for \$300.

IA Renewal Tabletop

exhibit only during the IA Renewal class on Friday

One six foot skirted table with two chairs Exhibitor listing in the Festival Program Exhibitor listing in the Spring Edition of Rudder Flutter One IA lunch ticket

IA Renewal Tabletop & Exhibit Booth \$400

exhibit during both (table - \$100 booth - \$300)

All inclusions for IA Renewal Table All inclusions for Exhibit Booth

Wireless Internet Access is Available for Free

Web: www.itd.idaho.gov/aero/AviationFestival

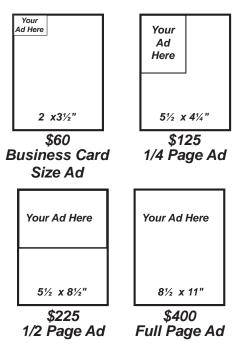


Fax: 208.288.0291

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Festival Program and Rudder Flutter Advertising

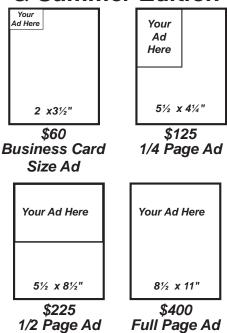
Festival Program



Circulation Approximately 800

Printed Colors: Full Color Now in FULL COLOR!

Rudder Flutter Spring & Summer Edition



Circulation Approximately 3,000 Printed Colors: Full Color

Advertise in both and save!!!

Business card size ad in both publications only \$100 Save \$20! 1/4 page ad in both publications only \$200 Save \$50! 1/2 page ad in both publications only \$400 Save \$50! Full page ad in both publications only \$700 Save \$100!

Pricing for the Rudder Flutter is for advertising in the spring and summer editions. **Deadline for submission for the Rudder Flutter is March 3, 2006. Deadline for submission for the Festival Program is February 14, 2006.** Please submit artwork for advertisement to inquire @meetingsystems.com. The artwork must be in original graphic format (.tif, .eps, .gif, .jpeg) and can be in full color.

Sponsor a Specific Item or Event

Your organization can sponsor a specific item or event to gain a more targeted exposure. Various investment levels are available and samples of sponsorship opportunities are listed below.

- Dinner banquet \$5,000
- Kickoff lunch \$2,000
- ► IA renewal class lunch \$1,000
- ► IA renewal class breaks \$500/each
- ► IA renewal class reception \$800

- Speakers
- Main exhibit hall breaks
- Nametag lanyards
- Product giveaways
- Customize your own sponsorship!

All contributions - large and small - are significant.

Together we can design a sponsorship package around your company's needs.

Trade Show Hours

Thursday, March 9th 12:00 pm to 5:00 pm (IA and main exhibitor setup)

Friday, March 10th
7:30 am to 6:00 pm (IA exhibitor hours)
Friday, March 10th
8:00 am to 12:00 noon (main exhibitor setup)
1:00 pm to 8:00 pm (main exhibit hall hours)
Saturday, March 11th
9:00 am to 4:00 pm (main exhibit hall hours)

Trade Show Location

Boise Centre on the Grove 850 West Front Street Boise, ID 83702

Facility Layout

The Idaho Division of Aeronautics and its representative reserve the right to reassign exhibit space or alter event layout at any time.

Spaces #1-13 are non/not-for-profit tables. Spaces #14-71 are Main Exhibit Hall booths. Spaces #72-86 are IA Renewal tables.

You may exhibit in the Main Exhibit Hall, the IA Renewal Room, or both. The Main Exhibit Hall is targeted to general aviation and general public (approx. 800 expected attendees). The IA Renewal class is targeted to those looking to fulfill their IA Renewal requirements (approx. 60 expected attendees).

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Seminar Room Merlins				1		72 73 74 75 76 77 78 79 80 81				ĺ	
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(layout is not to scale)

Hotel Accommodations

Visit the Festival website, www.itd.idaho.gov/aero/AviationFestival, for a list of hotels located close to the Boise Centre on the Grove. Please contact the hotels directly to book accommodations.

Parking Information

Phone: 208.288.0290 or 800.345.8793

Visit the Festival website www.itd.idaho.gov/aero/AviationFestival, for information on available parking.

For more information and to register online, visit: www.itd.idaho.gov/aero/AviationFestival

The 2006 Idaho Aviation Festival could not be possible without the support of the exhibitors, sponsors, and advertisers who annually come forth and make this event a success.

Thank You!

Fax: 208.288.0291 Email: inquire@meetingsystems.com Web: www.itd.idaho.gov/aero/AviationFestival



2006 Idaho Aviation Festival

Sponsorship & Exhibitor Registration March 10-11, 2006 Boise Centre on the Grove • Boise, Idaho

Company / Organization N	lame:					
Representative Name(s):	(1)	(2)	(2)			
	(3)		(4)			
Business Address:						
	Address	City		State	Zip	
Billing Address:(if different than above)	Address	City		State	Zip	
Phone:		E.				
Fax:						
Sponsorship Investmer The Tower - \$10,000					¢	
The Terminal - \$6,000						
The Hangar - \$3,000						
The Runway - \$1,000						
•		t would like to build my ow r				
Exhibitor Investment Main Exhibit Hall Options Single 10' x 10' Exhibit Boot		d draped)			\$	
Additional 10' x 10' Exhibit Booths - \$300 each (poled and draped)						
Non/Not-For-Profit Tabletop	- \$100 table (<i>only</i>	available to non/not for prof	it organizations)		\$	
IA Renewal Tabletop Exhi IA Renewal Tabletop - \$100					\$	
IA Renewal Tabletop and S	ingle 10' x 10' Exhi	bit Booth (poled and draped) - \$400		\$	
Yes, my exhibit will need	l electricity (include	d in booth cost)				
Other services or supplies n	needed (at exhibitor	r's expense):				
Booth Selections: First Cho	oice: #	Second Choice: #	Third Choice:	#		
Advertising Opportuniti Spring and Summer Edition	<u>ies</u> ons of Rudder Flu	tter Advertisements				
Business card size ad, full of	olor - \$60				\$	
1/4 Page ad, full color - \$125						
1/2 Page ad, full color - \$225						
Full Page ad, full color - \$40	00				\$	

Notes	
TOTAL INVESTMI	ENT \$
Full Page ad, full color in both publications - \$700	\$
½ Page ad, full color in both publications - \$400	\$
1/4 Page ad, full color in both publications - \$200	\$
Spring/Summer Editions of Rudder Flutter AND Festival Program Advertisement Business card size ad, full color in both publications - \$100	\$
Full Page ad, full color - \$400	\$
½ Page ad, full color - \$225	\$
½ Page ad, full color - \$125	\$
Festival Program Advertisements Business card size ad, full color - \$60	\$

The balance of all investment fees must be paid on or before February 14th, 2006. Refunds will not be issued after February 21st, 2006.

Exhibitor set up is 12:00 noon – 5:00pm on Thursday, March 9th and 8:00am – 12:00 noon on Friday, March 10th. Trade show hours are 1:00 – 8:00pm on Friday, March 10th and 9:00am – 4:00pm on Saturday, March 11th. IA Renewal Class exhibitor hours are from 7:30am – 6:00pm on Friday, March 10th. Exhibits will remain open through all breaks and lunch. Dismantling in the Main Exhibit Hall is not to occur prior to 4:00pm on Saturday, March 11th and must be completed by 8:00pm, unless other arrangements have been made.

By returning this form, you are agreeing to the enclosed Exhibitor Contract Terms and Conditions.

Pricing for the Rudder Flutter is for advertising in the spring and summer editions. **Deadline for submission for the** Rudder Flutter is March 3, 2006. Deadline for submission for the Festival Program is February 14, 2006. Please submit artwork for advertisement to inquire@meetingsystems.com. The artwork must be in original graphic format (.tif, .eps, .gif, .jpeg) and in full color.

Investment Payment Options

Checks: Make checks payable to Idaho Division of Aeronautics Mail to: 680 S. Progress Ave. Suite #4, Meridian ID, 83642

Card number:

☐ Visa ☐ MasterCard ☐ Discover ☐ American Express Credit Cards:

Name as it appears on card: _____

Credit cards will be processed by Meeting Systems, Inc. and reflected as such on your statement.

Expiration Date:

Remit registration & investment in full to: **Idaho Aviation Festival** c/o Meeting Systems, Inc. 680 S. Progress Ave. Suite #4 Meridian, ID 83642

Phone: (800) 345-8793 (208) 288-0290 Fax: (208) 288-0291

Email: inquire@meetingsystems.com Web: www.itd.idaho.gov/aero/AviationFestival



2006 IDAHO AVIATION FESTIVAL Trade Show Contract Terms and Conditions

NOTE: By submitting the Idaho Aviation Festival Exhibitor Registration Form, you, as an exhibitor are agreeing to the terms and conditions as set forth below.

COST OF OPERATION: The Idaho Aviation Festival exhibitor (herein known as "**exhibitor**") understands and agrees that all expenses for shipping and handling of the exhibit into and out of the show area, for erection and decoration of the display, and for all other costs incidental to the operation of the display, are to be paid by the **exhibitor**.

EXHIBITOR FURNISHINGS: The Idaho Division of Aeronautics and its representative, upon payment of the established fee, agrees to provide the **exhibitor** the number of approximately 10 foot by 10 foot booths in the exhibit area the exhibitor pays for from 12:00 noon (local time Boise, Idaho) on Thursday, March 9, 2006, until 8:00 pm (local time Boise, Idaho) on Saturday, March 11, 2006 for the exhibit. The booth will be poled and draped and furnished with one eight foot skirted table and two chairs, unless specified otherwise. Electricity will not be provided unless requested by exhibitor. The cost for electricity is included in the cost of the booth. All additional services and/or supplies must be obtained at the **exhibitor's** own expense.

ASSIGNMENT AND USE OF EVENT SPACE: The Idaho Division of Aeronautics and its representative will assign Idaho Aviation Festival exhibit space in its reasonable discretion. The **exhibitor** acknowledges that the Idaho Division of Aeronautics and its representative reserve the right to reassign exhibit space or alter event layout at any time.

ABANDONMENT OR VACATING OF FACILITIES: The **exhibitor** explicitly agrees that in the event he or she fails to install his or her products in assigned exhibit space or fails to remit confirmation for required space rental at time specified, the Idaho Division of Aeronautics and its representative shall have the right to take possession of said space and lease same or any part thereof to such parties and upon such terms and conditions as it may deem proper. In addition, the Idaho Aviation Festival shall not dismantle or otherwise interfere with the orderly conduct and display of the exhibits until the exhibit floor is finally closed to the public.

CANCELLATION: In the event any **exhibitor** wishes to cancel the exhibit space contracted for hereunder, notify Meeting Systems, Inc, P.O. Box 587, Meridian, ID 83680, in writing by February 21, 2006. No refunds will be issued after that date.

If because of war, fire, strike, exhibit facility construction or renovation project, government regulation, public catastrophe, Act of God, or the public enemy or other CAUSE beyond the control of the Idaho Division of Aeronautics, the exhibit or any part thereof is prevented from being held, is canceled by the Idaho Division of Aeronautics or, the exhibit space becomes unavailable, the Idaho Division of Aeronautics, in its sole discretion, shall determine and refund to the exhibitor its proportionate share of the balance of the aggregate exhibit fees received which remains after deducting expenses incurred by the Idaho Division of Aeronautics and reasonable compensation to the Idaho Division of Aeronautics. In no case shall the amount of refund to exhibitor exceed the amount of the exhibit fee paid.

CONTRACTOR SERVICES AND INFORMATION: The Idaho Division of Aeronautics and its representative have, in the best interest of the **exhibitor**, selected certain firms to serve as the official contractors to provide necessary services to **exhibitors**. Where designated, all **exhibitors** will be required to use Official Contractors. Notwithstanding such designation, Official Contractors act solely as independent contractors, and neither the Idaho Division of Aeronautics nor its representative, nor the Facility will be responsible or liable for the performance or any act of omission of Official Contractors.

SECURITY: The Idaho Division of Aeronautics and its representative will prevent unauthorized entry to the exhibit area for the hours when the trade show is closed (from the close of the exhibit area each evening until the opening of the exhibit area each morning). The **exhibitor** at his/her expense may provide any additional security needs. **Exhibitors** are responsible for their own property and neither the Idaho Division of Aeronautics, Meeting Systems, Inc., the Boise Centre on the Grove, nor service contractors hired by the Idaho Division of Aeronautics accept any liability for loss or theft. Please note, the Idaho Division of Aeronautics and its representative cannot guarantee security of items.

FACILITY RULES: Exhibitors shall comply with all rules and regulations of the Facility with its installation, use and dismantling of the exhibits. **Exhibitors** are allowed to sell merchandise at the Festival, but not allowed to sell any food or beverage, including water.

USE RESTRICTIONS: Exhibitors are required to keep aisles, corridors, passages, vestibules, trails and stairways free and clear of obstructions and shall not use these areas other than for ingress and egress. **Exhibitors** must refrain from injuring or defacing the Boise Centre on the Grove or any part thereof and not to drive or permit others to drive nails, hooks, tacks, or screws into any part of

the Centre or furnishings located therein or to apply tape or other materials to the walls, furnishings, equipment or other property of the Boise Centre on the Grove.

REMOVAL: Exhibitors shall peacefully surrender the premises to the Idaho Division of Aeronautics and its representative by 8:00 pm (local time Boise, Idaho) on Saturday, March 11, 2006, unless other arrangements have been made, in as good a condition as when the exhibitor took possession except for normal wear and tear. Any damage on the part of the **exhibitor** will be noted and charged to the responsible parties.

SUBCONTRACTING OF EXHIBIT SPACE: No **exhibitor** shall be permitted to subcontract assigned exhibit space(s). No more than one organization shall be permitted to contract or occupy each exhibit space without application to and permission from the Idaho Division of Aeronautics or its representative.

EXHIBIT HOURS: The Idaho Division of Aeronautics and its representative will establish exhibit hours and reserves the right to make adjustments, however, such changes will be made as far in advance of the exhibition as possible. Exhibitor set up is from 12:00 noon to 5:00 pm on Thursday, March 10th and from 8:00 am to 12:00 noon on Friday, March 11th. Exhibitor tear down is *not to occur* prior to 4:00pm on Saturday, March 11th and must be *completed* by 8:00 pm, unless other arrangements have been made.

SHIPPING: All shipping will be handled through the designated drayage company. Absolutely no freight will be accepted at the Boise Centre on the Grove in advance of 24-hours of the scheduled move in time, unless other arrangements have been made.

LOADING DOCK: All **exhibitor** vehicles must be removed from the loading dock after the specified move in time. All **exhibitors** must move in and out in a timely fashion.

FIRE REGULATIONS: Exhibitors cannot use flammable tissue paper, crepe paper, or material for decorative purposes or any combustible liquid or substance unless the same has first been approved.

INDEMNITY AND LIMITATION OF LIABILITY: Neither the Idaho Division of Aeronautics, Meeting Systems, Inc., the Boise Centre on the Grove, nor any of their officers, agents, employees or other representatives shall be held liable for, and are hereby released from liability for any damage, loss, harm or injury to the person or property of the **exhibitor** or any of their visitors, officers, agents, employees or other representatives, resulting from their theft, fire, water or accident or any other cause. The **exhibitor** shall indemnify, defend and protect the Idaho Division of Aeronautics, Meeting Systems, Inc., and the Boise Centre on the Grove and save the Idaho Division of Aeronautics, Meeting Systems, Inc., and the Boise Centre on the Grove, from harm from any and all claims, demands, suits, liability damages, loss, costs, attorneys fees and expenses of any kind which might result from or arise of any action or failure to act on the part of the **exhibitor** or its officers, agents, employees or other representatives. It is the responsibility of the **exhibitor** to maintain proper insurance coverage for its property and liability.

The Idaho Division of Aeronautics or its representative shall not be responsible for any failure to perform any of its obligations hereunder in the event the premises in which the show is to be held becomes, in the judgment of the Idaho Division of Aeronautics or its representative, unfit for occupancy for any reason beyond the control of the Idaho Division of Aeronautics and its representative and which cannot be overcome by diligent effort. In the event of termination by the Idaho Division of Aeronautics or its representative as a result of the aforesaid causes, the **exhibitor** expressly waives such liabilities and releases the Idaho Division of Aeronautics and its representative of and from all claims for damages and agrees Idaho Division of Aeronautics or its representative shall have no obligation to the **exhibitor** except to refund the fee paid for Festival registration, less a proportionate share of all expenses incurred by the Idaho Division of Aeronautics and its representative for the show.

RULES AND REGULATIONS: The **exhibitor** agrees to and shall abide by all exhibit terms, conditions and general regulations, as well as any additional rules and regulations the Idaho Division of Aeronautics or its representative shall publish, as it deems necessary or appropriate. The Idaho Division of Aeronautics and its representative shall have full power in the interpretation and enforcement of all rules contained herein. The Idaho Division of Aeronautics and its representative shall also have the power to make such reasonable Contract amendments and such further Rules and Regulations as it shall consider necessary for the proper conduct of the show, provided these do not materially alter or change the contractual rights of the **exhibitor**. All amendments that may be so made shall be binding on all parties affected by them as by the original regulations.

In addition to the Idaho Division of Aeronautics and its representative's right to close an Idaho Aviation Festival exhibit and withdraw its acceptance of this Application/Contract, the Idaho Division of Aeronautics and its representative in its sole judgment, may refuse to consider for participation in future Idaho Aviation Festivals any exhibitor who violates or fails to abide by all such Terms, Conditions and Rules. There is no other agreement or warranty between the **exhibitor** and the Idaho Division of Aeronautics except as set forth in this document. The rights of the Idaho Division of Aeronautics and its representative under this contract shall not be deemed waived except as specifically stated in writing and signed by an authorized representative of the Idaho Division of Aeronautics or its representative.